

ENVOYS GIVE TIPS TO MANUFACTURERS

Many Attend Convention of
National Association in
This City.

OPEN SHOP SPREADING

Labor Leaders Determined
to Rule Industry, Says
Committee Report.

COOPERATION IS LACKING

Jules S. Bache in Address Ad-
vocates Sales Tax as Wise
Remedy.

The open shop movement is spreading in American industry, according to the National Association of Manufacturers, who at the opening session of their twenty-sixth annual convention in the Waldorf-Astoria Hotel yesterday denounced the selfish policy of labor leaders in trying to dominate all enterprise and thereby bringing to the public most of the ills from which the country now suffers.

Representatives of forty countries are in attendance at this "conference of ambassadors and ministers on world trade" and are enlightening the manufacturers on international commerce. Many ambassadors and ministers arrived yesterday.

Packed into the sessions yesterday afternoon and evening was a wide range of discussion of business problems. Committees reported their observations for the year in relation to the open shop, immigration, industrial betterment, regulation of combinations and patents.

Jules S. Bache, banker, advocated strongly the sales tax as equitable; Frederick A. Wallis, urged a better system of selection and distribution as the solution of the immigration problem; and William McClellan, president-elect of the American Institute of Electrical Engineers, discussed the relation of public service corporations to industry.

Pinup at Opening Session.

There came a little flareup at the opening session which looked like an outbreak of the factional fight going on within the organization. George D. Iverson, Jr., of Baltimore, leading the fight for the minority faction which organized recently a voluntary committee, moved that a petition proposing several names for the association's committee be received. Numerous points of order were raised and half a dozen votes taken before the question was laid over until to-day.

Mr. Iverson said he was not intending to make charges against any group or member, and no names were mentioned on the floor. A movement was started recently in opposition to J. Philip Bird, general manager of the association, and it was the understanding that this contest was a continuation of that row.

The voluntary committee of the association's members has opened headquarters on the second floor of the Waldorf and is preparing to conduct a hard fight for recognition of the minority faction in the election of officers. About 120 representatives of business concerns in all parts of the United States, including sixteen prominent in New York State, registered at the nonp convention headquarters.

While the association meeting was in progress last evening members of the voluntary committee stood outside the doors and handed to all visitors a pamphlet assailing the management of the association, and also a letter signed by Aldus C. Higgins, of the Norton Company of Worcester, praising the voluntary committee. Higgins, in the letter, states that the voluntary committee has brought to light facts which "justify all rumor and suspicion which has been so injurious to the association," and stating that a constructive, representative management, working for the good of the association and not for the good of a group, would be a great benefit.

The contest between the two factions will be fought out to-day behind closed doors. The majority decries the activities of the minority faction, and says the movement is prompted entirely by personal animosity. "When the war ended this country was in position to command world domination, and no other factor has defeated this object more than the declared intention of labor leaders to agree to wage reductions under any conditions and their threats to paralyze business by strikes if reduction is insisted upon," the committee on industrial betterment, health and safety reported. Augustine Davis is chairman of the committee.

This policy has held up domestic prices, made rents exorbitant, increased unemployment and has led to business failures, the committee reported.

Business Existence Involved.

"The leaders of labor cannot hide their domination, and no other factor has earned it politically," the report states. "The business existence of members of this association is involved in defeating these aspirations. The things nearest war peak prices are transportation, housing and rent, and cannot be reduced except by cooperation of labor. No cooperation from leaders of present labor organizations can be hoped."

"This leadership compels the surrender of the individual right to contract; it nullifies the hope of gaining by competition that which should be obtained by honest effort; alienates the good will of the employer; degrades the ambitious workman to a common level and compels the cessation of service whenever ordered by the leader."

The committee dealt in detail with labor conditions, pointing out the numerous methods which, it charges, labor is adopting to impede business, all designed to stifle production. "No labor organization can force from a business more than the business can bear," the report states. "When the worker loves the hum of his machine better than he loves the buzz of the labor agitator he need no longer fear the sting of poverty."

"The open shop movement is meeting with gratifying response throughout the country," the committee on open shop reported. "The associations actively supporting the open shop now exist in 250 American cities."

The committee on taxation expressed disapproval of the excessive surtax on incomes and the excess profits tax and urged approval of the sales tax plan. The housing shortage is a national menace, the association's committee found. More than 1,000,000 homes are

needed in the nation. Labor cannot be contented without comfortable homes, the report stated.

In his address on taxation Mr. Bache said:

"All the elements of great possibilities in production are present, but capital is loaded down with a deadening handicap by the complicated, impractical and destructive system of taxation devised by college economists and Treasury experts. The remedy is simple and businesslike. The excess profits tax is dwindling; the surtax will yield less and less and the whole system of taxation is driving capital into non-taxable investments."

The sales tax would not be felt and would amount to an overhead charge and would be an honest tax, the speaker added.

N. Y. C. ENGINEERS REJECT WAGE CUT

Conference Also Refuses to
Join in Submitting Plan to
Rail Board.

BUFFALO, N. Y., May 16.—Proposals of the New York Central Railroad Company to reduce wages were rejected today by representatives of the road's engineers and firemen.

The company proposed a return to the wage scale in operation before the decision of the Railway Labor Board, which was effective on May 1, 1920. This in effect meant an average reduction of 21 per cent.

Following the rejection of the proposed reduction, the New York Central officials asked that the men join with the company in submitting the lower wage schedule to the Railway Labor Board for readjustment. The men refused to do this, and it was said that the company will appeal alone for action by the Labor Board.

The New York Central was represented by W. U. Kripp and A. S. Ingalls, general managers for the lines east and west of Buffalo, and the men's delegation was headed by Edward J. McCarty and J. W. Lott, general chairman for the lines East and West.

After the meeting Mr. Fripp, who had been chosen as spokesman, issued this statement:

"At the conference to-day New York Central Railroad officials proposed to representatives of the engineers and firemen's organizations to reduce the wages to the rates effective prior to decision No. 2 of the Railway Labor Board on May 1, 1920. The men declined this proposition. They also declined to submit the proposed wage reduction jointly with the railroad to the labor board for adjustment."

Representatives of the men refused to give any details of their arguments against the reductions.

Conferences between the company officials and representatives of the trainmen will be held to-morrow. It had been planned to take up the case of signal men, telegraphers and clerks at a meeting on Wednesday, but it was announced to-day that this conference had been "indefinitely postponed" at the request of the men.

GENERAL ELECTRIC WINS LONGEST STRIKE

Schenectady Men Out a Year,
Will Return.

SPECIAL DESPATCH TO THE NEW YORK HERALD.
SCHENECTADY, May 16.—Many of the moulders and coremakers of the General Electric Company here, who walked out last June in sympathy with striking foundry employees at the Erie (Pa.) plant of the company, to-day returned to work, thus ending the longest strike in the history of the company.

When the strike was called about 600 men left their work, leading to the closing of the foundry at the plant. Being of the minority faction of the union reported the strike fund was low and no more benefits would be forthcoming after last week.

CURTIS PRESSMEN STRIKE.

Part of "Saturday Evening Post"
May Be Printed in Chicago.

PHILADELPHIA, May 16.—Following out the action taken yesterday, pressmen employed by the Curtis Publishing Company went on strike to-day for the forty-fourth week. None of the foremen composing the executive staff of the plant quit and a few of the pressmen remained at work, the company said.

The Curtis company announced it was negotiating with two Chicago printing establishments to print part of the editions of the *Saturday Evening Post* and the *Country Gentleman*.

The pressmen's strike in Philadelphia began about ten days ago, but was not made effective against the Curtis Publishing Company until to-day.

GOVERNORS PLEAD FOR FEDERAL TROOPS

Executives of Kentucky and
West Virginia Urge Im-
mediate Need.

OUTBREAKS IMMINENT

Mingo County Sheriff Fears
Loss of Life Without
U. S. Intervention.

FRANKFORT, Ky., May 16.—Gov. Edwin P. Morrow sent late to-night a telegram to the War Department in Washington requesting that Federal troops be sent to the Tug River district, which has been in a state of virtual guerrilla warfare for four days.

Gov. Morrow's request for troops followed receipt of a message from Gov. Morgan of West Virginia containing a demand by the Sheriff of Mingo County for despatch of a Federal contingent. In his message Gov. Morgan recommended that Gov. Morrow join with him in a request for troops.

MORE MINGO FIGHTING IS PROMISED SOON

Demonstrations Are Expected
Next Thursday.

CHARLESTON, W. Va., May 16.—Declaring that the situation in Mingo county is "a smouldering volcano with an eruption all the more imminent" because of expected demonstrations next Thursday, the first anniversary of the battle of Matewan, Mingo county authorities to-night again asked Gov. Morgan for Federal troops.

The appeal, in the form of a telegram and signed by Judge R. D. Bailey of the Mingo Circuit Court, Sheriff A. C. Pinson and S. D. Stokes, prosecuting attorney, as given out from the office of the Governor, says:

"Absolutely no change for the better in situation here since arrival of the Kentucky militia. Suspension of firing regarded by best posted and impartial officers and citizens as but temporary and further outbreaks momentarily expected. Will extend to points not heretofore affected and be attended by greater loss of life. Lawless forces untrammelled by presence of present small force of Kentucky militia and West Virginia constabulary and present quiet voluntary and not enforced."

Firing on the Crystal Block Coal Company head house at Rawl, West Virginia, broke out early to-night, according to reports received here by Capt. J. R. Brockus, at State police headquarters. It was the first disorder reported during the day in the Kentucky-West Virginia border trouble zone. The shots were fired, Capt. Brockus said, from the Kentucky mountains. He added that the shooting lasted but a few minutes.

Before the report of the shooting at Rawl was received, Capt. Brockus had sent a message to Gov. Morgan at Charleston saying that all was quiet, but that the situation was "distinctly threatening all along the line."

An Associated Press correspondent had traversed the trouble zone from Rawl to Spring with Capt. Brockus and a detachment of State police an hour earlier without hearing a shot. Evidence of the battles of the last few days, however, were plentiful at Rawl, Merrimac and Spring.

NO FEDERAL TROOPS FOR MINGO REGION

President Declines to Order
Martial Law.

SPECIAL DESPATCH TO THE NEW YORK HERALD.
NEW YORK, May 16.—President Harding, who definitely refused to accede to a request made by Senator Sutherland (W. Va.) for the promulgation of the proclamation signed Saturday by President Harding declaring martial law in the disturbed area.

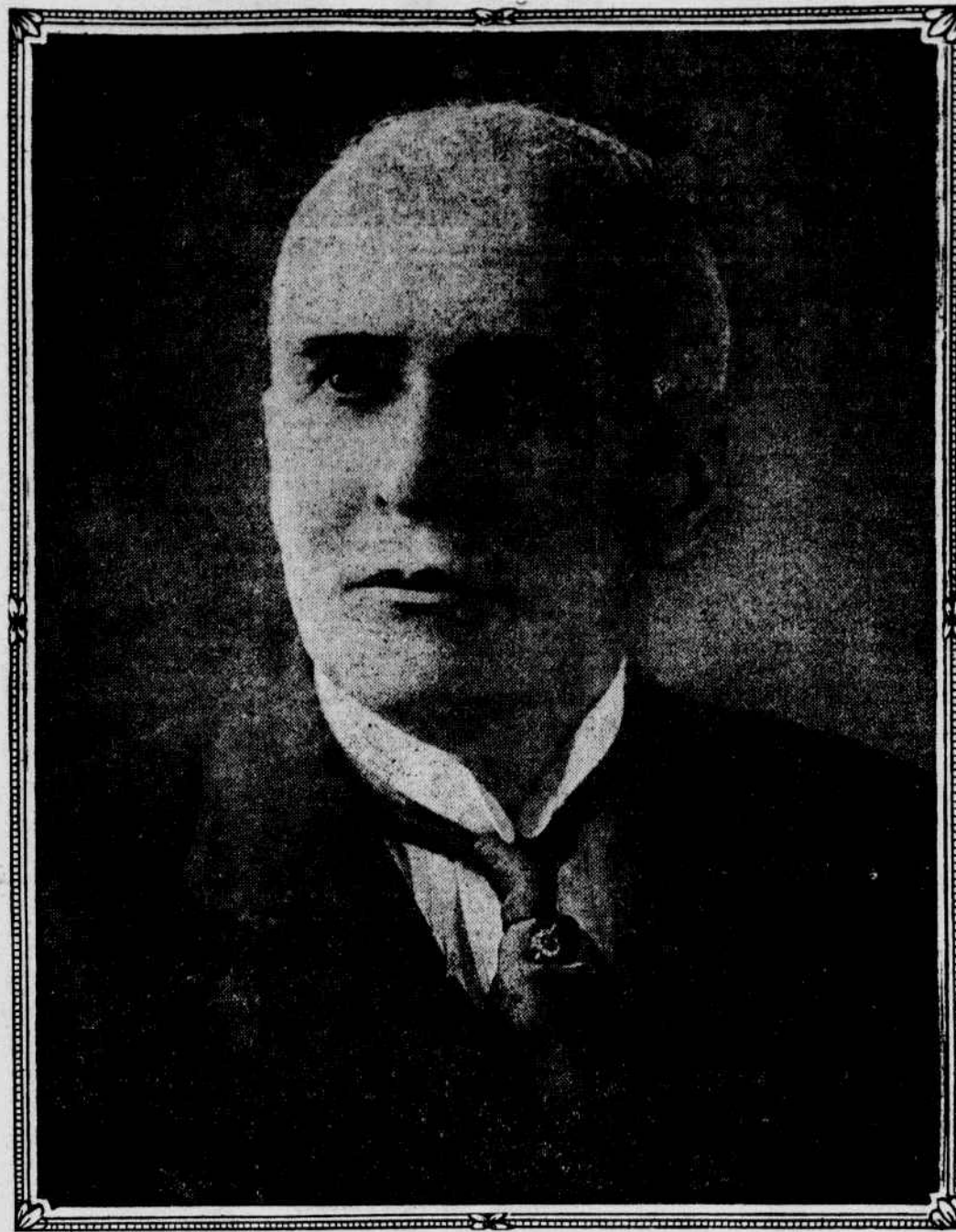
Secretary of War Weeks said the Harding proclamation would not be promulgated for the present and that in his opinion use of Federal troops would not be necessary. He said his information showed conditions were greatly improved in the Mingo area, where the presence of 300 special deputy sheriffs and two companies of Kentucky National Guard troops, called into service Saturday and Sunday, were holding the situation well in hand. The attitude taken by the Federal Government will be maintained until it has clearly developed that the State authorities cannot handle the situation.

There will be no application of martial law in the disturbed Tug River districts of West Virginia and Kentucky. That decision was reached to-day by President Harding, who definitely refused to accede to a request made by Senator Sutherland (W. Va.) for the promulgation of the proclamation signed Saturday by President Harding declaring martial law in the disturbed area.

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Advertisement. Advertisement. Advertisement. Advertisement. Advertisement.



Introducing Earl Royce Dumont— also MIAMI and MONTRAY—

Names That Are United to Bring Happiness and Prosperity to Many People

By William C. Freeman.

MR. DUMONT is president of the Montray Corporation, which was incorporated in June, 1910, succeeding Dumont & Company, which operated under the latter name during part of 1908 and all of 1909.

The corporation occupies a suite of offices on the 18th floor of the Astor Trust Bldg., 5th Ave. at 42d St., which is occupied by the Bankers' Trust Company.

The name "MONTRAY," which has a very pleasing sound when it is spoken, was coined by combining "Mont"—the last syllable of Mr. Dumont's name—with "Ray"—the last syllable of the name of the treasurer of the corporation, William Murray.

Mr. Dumont's picture is printed with this story at my request. I believe it is good sense to give people a chance to study a man through his picture. Then when they come to deal with him, as many will after learning the facts about Mr. Dumont and the Montray Corporation, they will have formed some estimate of what manner of man he is.

Don't you think we can gauge a man's character pretty accurately by studying his picture?

Mr. Dumont's picture looks exactly as he is.

Don't you think he looks like a man you can trust?

Does he not look as though he knows a thing or two?

As a matter of fact he knows a lot.

He was a book publisher for many years prior to becoming identified with the Montray Corporation. He confined his publishing activities largely to printing English editions of the great French authors.

The only English edition of Voltaire's works was produced and printed by him. It consists of 42 De Luxe volumes and an Index.

For the excellence of this work, Mr. Dumont received the decoration of the French Academy, which was presented to him in 1907 by M. Briand, now France's Prime Minister, who at that time was Minister of Instruction in the French Cabinet.

Sometimes the biggest ideas of a man's life come to him when he is away from the daily grind.

In the Winter of 1918-19, Mr. Dumont, who had been working too hard, as most men do who are keen about their business, was persuaded by his family and friends to go away for a rest.

He went to Miami, Florida, known now the world over as "THE MAGIC CITY BEAUTIFUL." He was accompanied by his wife, to whom he made a solemn promise he would not return North until Spring time.

But, when a man really drops business cares and goes at play in the same way he goes at his business, he is bound to recuperate quickly. Mr. Dumont went fishing or sailing or motor-boating or hydro-planing or automobileing daily for several weeks.

At night he sat on a wide veranda, smoking his pipe or cigar. It was but natural that he should think and dream. An active mind, even on a vacation, cannot sidestep thoughts about the shop at home and the boys who are working like niggers while the "boss" is away having a good time.

Feeling fit and fine again, Mr. Dumont was keen to get back to work. When he spoke about it to his wife, she reminded him of his promise to rest until Spring, whereupon he said: "Well, if I can't go back North, I'm going to find something to do down here."

He had not failed to notice the pep and push of the business people of Miami. He took account of the remarkable growth of Miami in a few years' time, and he realized that its wonderful climate was bound to attract thousands of new visitors every year, many of whom would be so delighted with living conditions in this beautiful city that they would wish to acquire homes of their own there.

Then and there an idea was born, which Mr. Dumont immediately began to work out on practical lines, because he is a practical man.

This idea developed into other ideas, with the result that the combination of them all now forms the basis of a good part of the activities of the Montray Corporation. These activities are uniting North and South and making it easy for Northerners to bring into their lives perpetual sunshine and flowers.

An accidental meeting with a friend and former co-worker gave Mr. Dumont the opportunity he sought.

While walking around the streets of Miami one day, Mr. Dumont met a friend who worked for him at one time. He knew this friend had lived in Florida for some years, and had been successful in real estate operations. He told his friend that he was tired of loafing, and asked him if there was not something he could do in Florida.

The friend, knowing of Mr. Dumont's real estate activities in the North, told him he could buy a piece of property near Miami which lent itself to immediate development, and if he wanted to, he could play with that while he was resting.

"Do you know the property?" asked Mr. Dumont.

"Yes, I know all about it," his friend answered, "and it is all right, too. I would take it over myself if my other activities did not prevent my doing so."

"Well, then I'll buy it. Fix up the deal for me," Mr. Dumont said.

"What! Buy it for you without your even seeing it?"

"Certainly, why not? Haven't you just told me that the property is all right? Your judgment is good enough for me; besides, you know I trust you."

So Mr. Dumont bought the property without seeing it, but when he did see it, he found it to be all that his friend said it was, and more too.

He immediately got busy—surveying and laying out streets and dividing the property into building lots.

He went at this thing with his whole heart. His wife objected to his giving so much time to the proposition, but he laughed away her objections by saying that he really wasn't doing very much work—that he was just supervising—and that he was getting a lot of fun out of it.

In a very short time he had everything ready to start selling building lots.

He advertised in the newspapers and sold every lot in a week's time.

Incidentally, he made a snug little sum of money for the Montray Corporation.

Also, the buyers of the lots have the satisfaction today of knowing that their lots have greatly increased in value since then, and while some are building homes for themselves, others are holding on to their lots as an investment, feeling sure they will increase in value in the same marvellous way that all realty in the Miami district has increased during the past 10 years.

Some idea of this increase in the value of real estate may be gained by the statement that in 1910 the assessed real estate valuation was \$1,506,447, and in 1920 it was \$56,450,000. There is a sound reason for this increase in real estate valuation, because the population in 1910 was 5,471 and in 1921 the population is 41,815.

Mr. Dumont's investigations regarding Miami's Real Estate Possibilities decided him to acquire outright other properties and to take options on a great many more—which options he has been taking up regularly and rapidly—one having been taken up as recently as May 5.

The success of the Montray Corporation in developing properties in the North during the past 10 years—during a period when there has been an admittedly depressed realty market—is assurance of the sound judgment and ability of Mr. Dumont and his associates, and forecasts success with their Miami properties.

Their first real estate effort in the New York zone was at Westbury, Long Island, where they developed Westbury Park, now well built up, and then the Wheatly Villas section of Westbury, which is pronounced by many to be the handsomest development on Long Island. Every owner of Wheatly Villas has a large plot containing from 5 to 7 ordinary lots. This property was bought from Henry Phipps, and one of the first sales of a Villa plot was made to John S. Phipps, Jr., his nephew.

Then they finished up the development of Garden City Estates, North.

Then they started a small development at Hempstead, which was quickly closed out.

Then they acquired the Ingraham estates at Hempstead, located near the railroad station, which is a very fine development.

There are four developments in one—of the Ingraham estates. One, two and three of the developments are practically closed out. Number four development has about 600 lots, 20x100, yet to be disposed of, the average price of which is over \$1,000 a lot.

They own Mid Lake Park, Lakewood, New Jersey, directly across the lake from Mr. George Gould's handsome home.

In addition to developments in and near New York, they have succeeded in disposing of valuable properties in smaller communities. They have had operations at Red Bank and Toms River, New Jersey, and they have developed Montray Heights at Glens Falls, N. Y.

In regard to this Glens Falls development, it is interesting to record this fact: While at Miami last Winter some Northerners saw a map of Montray Heights, Glens Falls, in the office of the Montray Corporation, 406 Twelfth St., Miami, Fla. They were so impressed with the development that they asked the privilege of buying some lots there for investment purposes. They did not want to see the property; they had confidence in Mr. Dumont and the Montray Corporation, which is deserved, by the way, because the corporation is extremely careful to sell properties based on facts and values only, and no loophole ever exists as to the integrity of title to these properties. Their clients are safeguarded in every way.

Mr. Dumont said to me the other day: "We operate, I think, a little differently than most realty corporations. We would rather make 20 sales at a profit of 5 per cent. net than to make one sale at a profit of 100 per cent. net. We go after volume of business at a small profit, instead of a small volume at a big profit. In this way we serve satisfactorily more people and naturally make many more friends."

Mr. Dumont thinks his plan of developing property in and near Miami for homes and investment purposes is the biggest and best plan the Montray Corporation has ever worked on.

He never thought of undertaking a development in the South, and had he not forced himself to take a rest by going to Miami and seeing for himself the progress that this wonderful city is making, he never would have been in the position he is now of opening up to the people of the North really great opportunities to acquire holdings where they may wish to build homes or to buy lots or a acreage purely for investment purposes.

If they buy lots for homes, they are sure to get them now at prices which are bound to enhance in value, and if they buy them for investment, they are very certain to make a profit, because the consensus of opinion of all of the 250,000 people who visit Miami for pleasure, from October to the end of May, is that Miami, in another decade or two, will surpass the marvellous growth of Los Angeles, Cal.

Mr. Dumont has brought to the New York Offices of the Montray Corporation a wonderful painting of Miami and its environment, which was made from photographs taken from an aeroplane. It is accurate; it is marvellous, and very much worth while looking at. On this painting are indicated the properties that the Montray Corporation are developing.

Any readers wishing to see this painting may call at the offices of the Montray Corporation, between 10 a. m. and 5 p. m., where they will be welcome and where intelligent associates of Mr. Dumont will explain in detail what is going on in Miami, giving facts only, and then if any callers should wish to either buy a site for a home or lots for investment, they may safely do so without even taking the trouble to go down to Miami to see what they are buying.

If there are those who cannot call at the New York office, and want further details as to how they may acquire property in the fastest growing city in the United States, they may write to the Montray Corporation and they will be furnished with all information.

The writer of this article will be in Miami while you read it in this newspaper. He will visit the properties owned by the Montray Corporation, because he cannot give his own impressions about a place without seeing it. It is only fair to say that he is visiting Miami at the suggestion of Mr. Dumont, who does not want him to take his say-so or that of anybody else. He wants him to investigate on his own account.

I hope newspaper readers know me well enough by this time to believe that I will not write about anybody or anything unless I have faith in the integrity of the individual and the proposition. I feel sure, however, that I will find at Miami confirmation of everything Mr. Dumont and his associates have told me about it.

This incident will impress you with the stability of the Montray Corporation.

While Mr. Dumont is now almost the sole owner of the Montray Corporation, he has had to pay a pretty price to acquire the stock. Recently one of his associates to whom he had given some shares of stock, because of his value to the organization, wished to raise quite a large sum of money, so he offered some of his stock to Mr. Dumont. Mr. Dumont said he would buy it. They finally agreed on a price of \$750 the share for stock that was \$100 the share when the corporation was formed in June, 1910, although the seller wanted \$1,000 the share.

Note—Remember, you are welcome to call at the New York Office of the Montray Corporation, 18th floor, Astor Trust Bldg., 5 Ave. at 42d St., between 10 a. m. and 5 p. m., where you will be given full information and have a chance to visualize Miami by the painting which is on exhibition in the reception room. Also remember you are welcome to write to the Montray Corporation at any time and they will be glad to forward you printed matter containing full information.

My next article will tell you of my visit to Miami. It will appear in this newspaper in a few days.

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